

The Western
New York



Professional

THE WESTERN NEW YORK PGA NEWSLETTER

JANUARY- FEBRUARY 2010

Letter from Chip Clover, Western New York PGA President

Happy New Year! It is my sincere hope that each of you had a blessed holiday season.

With 2010 upon us it is time to begin focusing on how we can help our respective facilities prosper in the years ahead and strengthen our own positions at the same time.

I encourage each of you to become more familiar with the resources that are available to you on the PGA Links website. Consider implementing one of the many ideas available at best practices that might help you bring new business to your facility or simply improve your ability to retain your current members. The PGA Professional report is a professionally styled report designed to allow you to structure a year end summary of your accomplishments with-in the Golf Operation for your General Manager, Golf Chairman or immediate supervisor. Contrary to our general nature, it is a good idea highlight your accomplishments to your superiors on an annual basis and it will also serve as a great tool for you to decide where you can make improvements in your operation.

Your officers and executive director need your help in improving our sections national ranking in PGA Program registration. Take the time to complete your Compensation Survey and then make it a win-win for you and our section by taking just a few minutes to register for programs like Free Fitting and Trade up, Free Lesson Month, Get Golf Ready, Family Golf Month, Take Your Daughter to the Course Week and Patriot Golf Day.

The section office under Joe's direction is well into the transition to the Admin Program and they have begun to take advantage of many of the services that are available to us such as newsletter and website management. In an effort to keep everyone informed, Joe will be providing each of you with frequent updates about the program and any significant changes as they occur.

Joe Bertino and I will be attending the PGA Merchandise Show in Orlando along with many others from the section. Last year a number of us got together for drinks one evening and I am including our cell phones if you are interested in joining us. Joe Bertino is 716-392-8010 and Chip Clover is 716-870-3583.

If you are interested in serving on a committee and have not been contacted, please call the section office. We welcome your involvement and ideas and will be happy to find a committee opening for you.

Lastly, please don't hesitate to call me if you have any concerns, questions, or you just need an ear to bounce an idea off of.

Enjoy this time with your families,

Chip

Note from Joe Bertino, Western New York PGA Executive Director

It is truly hard to believe that yes, spring is just around the corner. With that in mind, there are several things to keep in mind as we get ready for the new season to begin!

First off, I'd like to introduce Jeff Pronobis as our new Tournament Director. Jeff, a PGA Member since 2006, served as Assistant Professional at CC of Buffalo for 10 years, and also held assistant professional positions at Orchard Park CC and Isleworth CC in Florida. Jeff will be starting in just a week or so, so please feel free to give him a call and give him a warm welcome.

Please take time to consider the many opportunities that exist to promote yourself and the game of golf through the PGA's player development programs. These include Free Lesson Month & Free Fit and Trade (referenced later in the newsletter), and a host of other options.

Thanks to our Education Chairman Ben Wilson's hard work, we have set a tentative date of Friday May 7th for Dr. Jim Suttie to come to the section and offer an education seminar. "Doc" was 2000 PGA Teacher of the Year, and is ranked in Golf Magazine's Top 100 and in the top 20 of Golf Digest's Top 50 instructors. Stay tuned for further details on registration information! Ben also arranged for a Rules of Golf seminar with RDGA officials, the details of which you will find later in this issue, and more outstanding opportunities are in the pipeline!

I returned from a second round of ED orientations with 3 of my peers this week at PGA in Palm Beach Gardens, FL, where we met with your national PGA department heads over the course of 3 days. Seeing the hard work that they put in a daily basis for you, the PGA member and apprentice, was truly encouraging. I also spent time with our Admin teams (Finance and Membership) to move our transition even further along.
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In this Issue....

- ◇ 2010 PGA Play Golf America Info.
- ◇ Job Postings
- ◇ Education Seminar Info.
- ◇and more

Continued...

As Chip mentioned in his column, feel free to look us up next week at the PGA Merchandise Show in Orlando, and I hope to see many of you taking advantage of the many opportunities available that week, whether it be buying for your shop, attending the numerous cracker barrel workshops, or just enjoying the numerous free presentations and interviews on the big stage.

One new item for this year's show is that you will not have to go upstairs to the Members area to swipe your membership card and receive points, you automatically will accumulate them when you pick up your badges before you enter-Travel safe, I hope to see you there!

Joe Bertino

WNYPGA Executive Director



PGA



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2010 Directory!

The 2010 Directory is underway! Please update your PGALinks account with proper name, employment, classification and phone numbers. Be sure to let us know of any assistants or apprentices that are currently working outside of the section for our off-season so we can include the as well!

Education

There will be a rules seminar on Saturday, March 27th at the Doug Miller Sports Dome in Greece, NY. The seminar will be conducted by Wilson Fitch who is a USGA rules official and will run from 9am-2pm. The cost is \$30 per person which includes a rule book and lunch. Each PGA Professional will receive 5 MSR credits after completion of the seminar. Please send checks to:

Western New York Section PGA
Po Box 1728
Williamsville, NY 14221

PGA Scholarships

Children and grandchildren of PGA members are eligible for the PGA Scholarship Program. The scholarship is available to high school graduating seniors and current college students that have not reached their senior year of college. The application is ONLY available online at PGALinks.com and **MUST BE COMPLETED BY March 15, 2010**. A sealed official school transcript **MUST ALSO** be sent after submitting the application to:
PGA Financial Assistance Fund Scholarship Program
Attn: Linda Bennington
100 Avenue of the Champions

Play Golf America

Let's once again lead the nation in participation for some important Player Development initiatives-

April is Free Fitting & Trade-Up Month! Be sure to register for this exciting event online and be a part of Play Golf America National Program. PGA Professionals provide free 15 minute equipment fitting sessions to help golfers improve their game and trade up their equipment. **We were #1 in 2009!**

Please register for Free Lesson Month (May)! New for 2010, Professionals may offer free family clinics. We finished an outstanding 4th out of 41 sections last year, but had led the country for several years before that- **We want to be #1 again!**

Welcome...

New Members

Congratulations and welcome to the following new PGA Members

David Granata A-8 Webster Golf Club

Matthew Eckert A-8 Brookfield CC



Western New York Section Classifieds

Assistant Professional – Park Country Club.

Position Description: Will assist the Head Golf Professional with all activities involved in running a first class golf operation. The successful candidate will share the responsibilities of managing the Outside Operations Staff, teaching individual and group lessons, coordinating the Jr. Golf Program, administering the Men's and Women's Tournament Programs and deliver first class customer service to the membership of the Park Country Club. Knowledge of Jonas POS System and TPP a plus. April 1 – October 31 with the potential to become year round position. Salary based on experience plus 100% of lessons, junior golf revenue and meals while on duty. Please send resume to:

Eddie Suchora, PGA Head Professional

Park Country Club
4949 Sheridan Dr.
Williamsville, NY 14221
716-632-2286
eddie@parkclub.org

Assistant Professional– Shelridge CC

Please contact David Green , PGA
(585) 798-0391
email: davidgreenpga@yahoo.com

Assistant Professional-Lake Shore CC

Starting at \$10.00 per hr at 40 hrs per week. Start date will be second week of April. Must have experience in TPP Tournament Program and above average computer skills. Send resumes or e-mail to: mjggolpro@pga.com

Mike Gajewski
Head Golf Professional
Lake Shore Country Club

Assistant Professional– CC of Buffalo

The position we have available is for a seasonal assistant golf professional. The specific areas of responsibility may include: junior golf, ladies' golf program, men's golf program, instruction, club repair, and merchandising. Six days per week, between 45 and 55 hrs. Benefits

\$550.00-\$650.00 per week

PGM Internship– CC of Buffalo

The intern will be working with three assistant golf professionals and golf shop merchandise to provide exceptional customer service and a stellar golf experience to our members and guests. Approximately 45 hrs. per week. Start date of May 15, 2010 through August 31, 2010.

\$8.50 per hour

Contact :
J.A. Sutherland, PGA.

Country Club of Buffalo
716-633-7881
jay@ccofbuffalo.org

For Sale:

Practice Balls

600 Dozen yellow Pinnacle Practice Balls. Most have only been slightly used (about 2 weeks) and some are **NEW!**

Please email Eddie Suchora at eddie@parkclub.org for additional information.



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2010 WESTERN NEW YORK SECTION CHAMPIONSHIP

Park Country Club, Williamsville, NY

August 23-24, 2010

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